

Comparisons of Job Characteristics

Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)

Associated Occupation: Financial Managers (11-3031)

[Compare Knowledge](#)

[Compare Skills](#)

[Compare Abilities](#)

[Compare Detailed Work Activities](#)

[Compare Tools and Technologies](#)

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

Knowledge

Similarity of Focus Occupation to Associated Occupation: 86

Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)

Associated Occupation: Financial Managers (11-3031)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Administration and Management	8.4	17.9	10.6	<<	Extensive education and/or training may be required
Economics and Accounting	4.4	17.4	14.7	<	Expanded education and/or training may be required
Mathematics	9.2	15.1	13.5	<	Expanded education and/or training may be required
Customer and Personal Service	11.3	14.8	20.4	>>	Current knowledge level is likely more than sufficient
Personnel and Human Resources	5.6	13.0	5.2	<<	Extensive education and/or training may be required
Law and Government	5.9	11.7	9.8	<	Expanded education and/or training may be required
Sales and Marketing	5.2	9.3	15.1	>>	Current knowledge level is likely more than sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Skills

Similarity of Focus Occupation to Associated Occupation: 90

Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)

Associated Occupation: Financial Managers (11-3031)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Judgment and Decision Making	9.4	13.9	12.2	<	A higher skill level may be required
Monitoring	9.9	13.0	10.1	<<	Extensive development of skills in this area may be required
Time Management	8.9	12.8	10.3	<	A higher skill level may be required

Management of Personnel Resources	6.9	12.1	7.3	<<	Extensive development of skills in this area may be required
Coordination	9.1	12.0	9.0	<<	Extensive development of skills in this area may be required
Persuasion	7.4	11.1	14.2	>>	Skill level is likely more than sufficient
Management of Financial Resources	3.3	10.9	5.0	<<	Extensive development of skills in this area may be required
Systems Analysis	6.5	10.6	10.6	0	Current skill level may be sufficient
Systems Evaluation	6.4	10.6	9.5	<	A higher skill level may be required
Management of Material Resources	3.7	6.5	3.3	<<	Extensive development of skills in this area may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Abilities		Similarity of Focus Occupation to Associated Occupation: 98			
Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031) Associated Occupation: Financial Managers (11-3031)					
Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Oral Expression	12.4	15.4	15.8	0	Current ability level may be sufficient
Oral Comprehension	12.5	15.0	14.7	0	Current ability level may be sufficient
Written Comprehension	11.0	14.7	13.6	0	Current ability level may be sufficient
Deductive Reasoning	10.6	14.0	13.8	0	Current ability level may be sufficient
Written Expression	9.8	13.8	11.7	<	Some improvement in abilities may be required
Problem Sensitivity	11.1	13.7	12.8	0	Current ability level may be sufficient
Near Vision	11.1	13.5	12.4	0	Current ability level may be sufficient
Speech Clarity	10.2	13.0	13.7	0	Current ability level may be sufficient
Speech Recognition	9.9	13.0	13.4	0	Current ability level may be sufficient
Number Facility	6.3	12.4	9.3	<<	Extensive improvement in abilities may be required
Mathematical Reasoning	6.3	12.0	9.4	<	Some improvement in abilities may be required
Memorization	5.6	7.7	6.5	<	Some improvement in abilities may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common		Similarity of Focus Occupation to Associated Occupation: 78
Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031) Associated Occupation: Financial Managers (11-3031)		
Work Activities	Exclusivity of Activity	

Analyze financial data	57
Analyze market conditions	81
Follow contract, property, or insurance laws	70
Monitor credit extension decisions	89
Use government regulations	44
Use knowledge of economic trends	77

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Tools and Technologies that Both Occupations Have in Common

Similarity of Focus
Occupation to Associated
Occupation: 92

Focus Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)
Associated Occupation: Financial Managers (11-3031)

Tools and Technologies	Exclusivity
Business function specific software	1
Calculating machines and accessories	3
Computer data input devices	2
Computers	1
Content authoring and editing software	1
Data management and query software	1
Finance accounting and enterprise resource planning ERP software	2
Information exchange software	1
Network applications software	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.